

Global Products Unit

Investment banking

Transaction banking

We aim to utilize our sophisticated expertise as a team of specialists as we address the diverse needs of clients and provide group-wide, global support offering optimal solutions that are aligned with current trends.

Seiji Imai

Head of Global Products Unit



Basic policy

At the Global Products Unit, our activities are primarily divided into two areas, investment banking and transaction banking, and we provide solutions for clients in a wide range of business areas.

We will continue fulfilling our corporate social responsibilities as a financial institution while supporting the strategies of in-house companies and the Mizuho group as a whole by providing optimized financial products as solutions for issues faced by our clients and society.

Also, to address the needs of clients and investors, we will draw on the sophisticated expertise of the group and increase Mizuho's stable earnings power.

In addition, by allocating corporate resources without being constrained by established conventions, and through digitalization, we are aiming to improve efficiency and develop new solutions, which will enable us to increase productivity and expand medium- to long-term business opportunities.

Business environment and challenges

The business environment that our clients are faced with is shifting at a rapid pace as uncertainty in the global economy rises, exacerbated by the impact of COVID-19. Confronted with this business environment, at the Global Products Unit we are focusing our attention on leveraging our sophisticated expertise as we continue offering optimal solutions that are aligned with diversifying client needs.

Specifically, by utilizing our financial product expertise to take measured risks when providing financing, providing trade finance based on changes in client supply chains, and using financing to promote sustainable business, we will support the financial product aspects of Mizuho's strategy, and fulfill our corporate social responsibilities.

Key strategies

■ Providing effective solutions across banking, trust banking, securities, and other group companies

We provide solutions as a united group to offer the best support for value chains that contribute to increased corporate value for clients.

We will enhance and expand our financial product line-up in order to draw on the strengths of the entire group and provide

optimal solutions for business succession, business restructuring, balance sheet review, and other client management and growth strategy topics stemming from shifts in the business environment and changing social habits.

Related SDGs



Enhancing our global operating framework and honing financial product expertise



As our clients accelerate their global operations, we are addressing these needs by enhancing Mizuho’s services on a global basis.

We are boosting collaboration between products departments and regional offices to support our clients, especially for cash

management, settlements, and other transaction banking services, as well as services in the field of project finance.

We are also working to hone our expertise as an organization by strategically cultivating the pool of professional talent in each product field.

Expansion into new business areas



In order to address client needs, which are diversifying and becoming more complex, and to support clients in resolving issues, Mizuho must create and provide solutions beyond those offered in our existing financial product line-up.

By utilizing our financial product expertise and digital technologies, as well as aiming to provide new solutions through collaboration with other companies, the Global Products Unit is endeavoring to expand business in new fields to capitalize on recent trends.

Principal accomplishments in investment banking

	FY2019 results
Syndicated loans ¹	No. 1
Japan publicly offered bonds ²	No. 1
ABS lead underwriter ³	No. 1

1. Amount basis, bookrunner basis
 2. Underwriting amount basis (excluding our own bonds)
 3. Amount basis, asset-backed securities

Principal accomplishments in transaction banking

	FY2019 results
Trade finance ⁴	“Best trade finance bank in East Asia & the Pacific”
Custody	Custody survey No. 1 (9 years in a row) ⁵ Sub-custody survey No. 1 (14 years in a row) ⁵

4. Leaders in Trade Awards selected by *Global Trade Review*.
 5. Holding and managing securities for securities investments.
 Custody bank survey rankings (in the Japanese market) in *Global Custodian* magazine.

Highlights Securing the top market share for publicly offered bonds in Japan for the 2nd consecutive year

In fiscal 2019, a record setting year for the total issuance amount of publicly offered bonds in Japan, Mizuho Securities was No. 1 in market share for corporate bonds for the second consecutive year. Mizuho Securities also made proactive efforts on subordinated bonds and other products that are seeing increasing market demand.

In addition, Mizuho Securities also captured the top market share for Japan SDG bonds, an area in which we are actively involved as a part of our contributions to support the sustainable development of society as a financial institution.

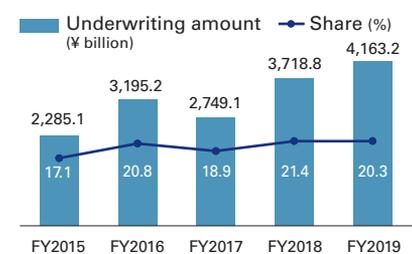
Highlights Best trade finance bank in East Asia & the Pacific for 4th year running

In fiscal 2019, Mizuho Bank won the award for best trade finance bank in East Asia & the Pacific among *Global Trade Review*'s choice of Leaders in Trade.

Our sophisticated product development and dedicated service, as well as customized product offerings addressing the needs of major players throughout the region, were critical factors in receiving this prestigious regional award for the fourth consecutive year.

We will strive to enhance our support for the management and financial strategies of clients who are expanding globally.

Total publicly offered bonds (Japan)



Source: Mizuho Securities FY2019 financial results available on the Mizuho Securities website

